

## Message Text

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ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 ERDA-07 FEA-01 XMB-04 /030 W

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R 201230Z MAR 75

FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC 0397

USDOC WASHDC

INFO AMEMBASSY MONTEVIDEO

AMEMBASSY ASUNCION

UNCLAS BUENOS AIRES 1933

E.O. 11652: N/A

TAGS: BEXP, BTRA, ENRG, AR

SUBJ: REVERSE TRADE MISSION TO THE UNITED STATES

POWER SECTOR FOREIGN BUYER GROUP TO THE UNITED STATES

REF: A) BA 9258; B) STATE 022117

1. THE EMBASSY IS PLANNING A VISIT TO THE U.S. BY A GROUP OF ARGENTINE OFFICIALS FROM THE POWER SECTOR AS A MEANS OF FURTHERING THE INTEREST OF U.S. SUPPLIERS OF EQUIPMENT AND SERVICES TO THIS SECTOR AND PROMOTING COOPERATION ON ENERGY MATTERS. OUR FY 75 COUNTRY COMMERCIAL PROGRAM (CCP) INCLUDES SUCH A VISIT AS ONE OF THE KEY "ACTIONS" TO BE TAKEN IN OUR EFFORTS TO PROMOTE EXPORT SALES OF THIS TYPE OF EQUIPMENT. THE GROUP WOULD BE INVITED TO SPEND A COUPLE OF DAYS IN WASHINGTON CONSULTING WITH THE DEPARTMENT OF COMMERCE, THE ENERGY RESEARCH AND DEVELOPMENT ADMINISTRATION (ERDA), THE FEDERAL ENERGY ADMINISTRATION (FEA) AND THE EXPORT-IMPORT BANK. FOLLOWING THIS, THE GROUP WOULD BE AVAILABLE TO U.S. SUPPLIERS FOR VISITS TO THEIR HEADQUARTERS AND/OR PLANT SITES. THE TRIP WOULD BE FINANCED BY THE PARTICIPATING COMPANIES BUT SPONSORED BY THE EMBASSY. WE ARE THINKING IN TERMS OF LATE MAY 1975.

2. WE WOULD INVITE SOME POLICY LEVEL (SECRETARIO OR SUBSECRETARIO, ADMINISTRADOR OR VICE ADMINISTRADOR, ETC.)

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AND SOME TECHNICAL LEVEL REPRESENTATIVES FROM THE FOLLOWING

AGENCIERS: SECRETARIAT OF ENERGY

AGUA Y ENERGIA ELECTRICA  
SEGBA (SERVISION ELECTRICOS DEL GRAN BUENOS AIRES)  
DEBA (DIRECCION DE LA ENERGIA DE LA PROVINCIA DE  
BUENOS AIRES)  
COMIP (COMISION MIXTA ARGENTINO-PARAGUAYA DEL  
RIO PARANA)  
ENTIDAD BINACIONAL YACIRETA  
COMISION TECNICA MIXTA DE SALTO GRANDE  
CNEA (COMISION NACIONAL DE ENERGIA ATOMICA)  
HIDRONOR

WE ARE ALSO GIVING CONSIDERATION TO INVITING A REPRESENTATIVE  
OF LUZ Y FUERZA THE LABOR UNION WHICH OPERATES IN THE POWER  
SECTOR.

3. THE AMERICAN FIRMS WHO WOULD PARTICIPATE IN THIS PROGRAM ARE:

ALLIS CHALMERS  
WESTINGHOUSE  
GENERAL ELECTRIC  
HARZA ENGINEERING  
CHAS T. MAIN (ENGINEERS)  
MCKEE (CONSTRUCTION AND ENGINEERING)  
COMBUSTION ENGINEERING (THERMAL AND NUCLEAR  
POWER PLANTS)  
TRW (COMMAND AND CONTROL EQUIPMENT)  
FOSTER WHEELER (THERMAL PLANTS)

THESE ARE FIRMS WHICH ARE ESTABLISHED AND ACTIVE IN ARGENTINA.  
WE HAVE CONTACTED ALMOST ALL OF THESE FIRMS, SOUNDING THEM  
OUT ON THE IDEA, AND HAVE RECEIVED A VERY POSITIVE RESPONSE.

4. EMBASSY HAS RECENTLY HAD STRONG EXPRESSION OF INTEREST FROM  
GOA IN HAVING U.S. SUPPLIERS TAKE MORE ACTIVE INTEREST  
IN ARGENTINE POWER PROJECTS, WHICH WILL BE REPORTED IN DETAIL  
IN SEPTEL. INDICATIVE OF THIS INTEREST IS A RECENT  
REQUEST FROM THE SECRETARIAT OF ENERGY TO CONTINUE THE  
EXCHANGE ON ENERGY MATTERS BEGUN DURING GOMEZ MORALES  
VISIT IN JANUARY TO THE UNITED STATES (SEE BA 0246, JAN 13, 1975)  
ADDITIONALLY, WE FEEL THAT THE VISIT TO USDOC BY ARGENTINE  
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EMBASSY COSULOR CARAM, REPORTED IN STATE 032667,  
IS REPRESENTATIVE OF A REORIENTATION ON THE PART OF THE  
GOA - AWAY FROM PURCHASES OF POWER EQUIPMENT FROM EASTERN  
EUROPE-TOWARDS THE U.S. AND WESTERN EUROPE - ITS  
TRADITIONAL SUPPLIERS.

5. EMBASSY WILL NEED THE FOLLOWING SUPPORT FROM USDOC AND STATE  
IN CARRYING OUT THIS PLAN:

- A) ASSISTANCE WITH HOTEL RESERVATIONS IN WASHINGTON.
- B) AN ESCORT OFFICER FOR ONE OR TWO DAYS IN WASHINGTON.
- C) ASSISTANCE IN SETTING UP APPOINTMENTS WITH GOVERNMENT AGENCIES DESCRIBED IN PARA 1.
- D) A REPRESENTATION FUNCTION FOR GROUP WHILE THEY ARE IN WASHINGTON.

6. EMBASSY STRONGLY URGES YOU CONCUR IN ABOVE RECOMMENDATIONS AND PROVIDE US FULLEST SUPPORT POSSIBLE SO THAT WE CAN MOVE FORWARD ON THIS IMPORTANT PROGRAM ON TIMELY BASIS.  
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